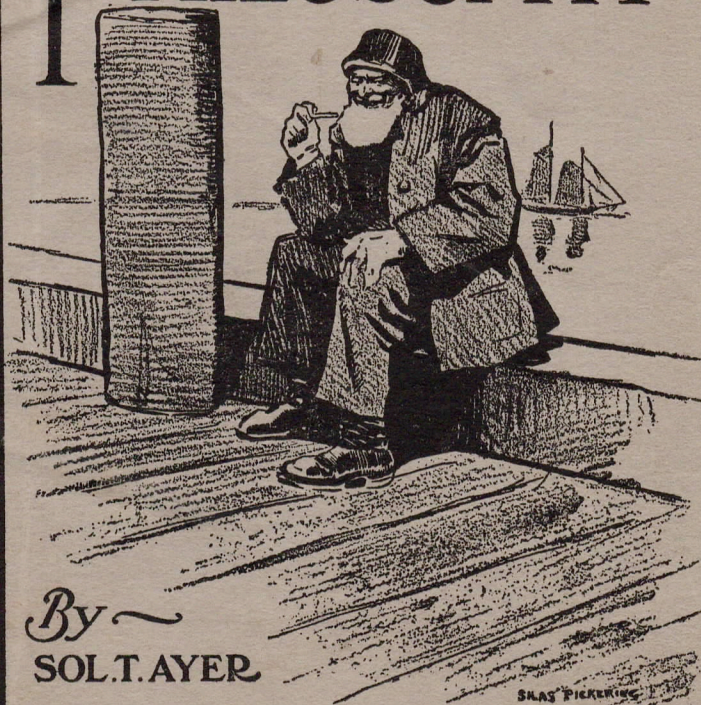


Second Edition, 30,000 copies. Price 10 cents

# CAPE COD PHILOSOPHY



By  
SOL. T. AYER

Published by J. F. MURPHY, South Station, Boston

## DEDICATION

To the men who go out to sea in the ships that make from the ports of Massachusetts Bay, to their wives, their families, and their loyal sweethearts left on shore, to the people who depend on the results of their skill as fishermen and await their returning that they may enjoy the fruits of their hard labor, to every fisherman who ever baited a hook and to every man, woman or child who likes the salty whiff of an ocean breeze, this little book is dedicated by the publishers.



## CAPE COD PHILOSOPHY

The man who hits the booze generally misses everything else.

It is foolish to tell a man to keep cool with the thermometer ninety-four in the shade.

The easiest way to keep a note from going to protest is to renew it.

Two young people on a piazza with the moon looking on, and a plate of ice cream in front of each, can tell more lies in fifteen minutes than the recording angel can keep track of in a month.

No matter how many people loaf the Fourth of July, fireworks just the same.

Christian Science has not solved the problem of how to escape the undertaker.

Never expect a man to go out of his way to do you a favor.

It seems a shame to spend so much money to Christianize the heathen, when the average American is so ungodly.

Divorce is made easy by impromptu elopements.

No, germs do not come from Germany, neither do parasites come from Paris. As for microbes coming from Ireland, that is a species of refined calumny.

Invitation is the sincerest form of flattery.

A man is known by the chauffeur he keeps.

If the big fish eat up the little ones, where do the sardines come from?

Hats with a feather shrink in wet weather.

It is strange that a railroad without accidents is run in a wreckless manner.

To them that hath married shall be given a divorce.





The reason the fisherman carries a consignment of flour every trip, is that he kneads the dough.

Many a printer has gone to the devil to get him out of trouble.

It is an ill wind that can't blow over a hospital.

It is a wise child that owes his own father.

Some fish are particular about their bait, while others nibble at anything.

A ten-dollar bill is better than sympathy, and a barrel of flour beats a bouquet when a poor man's family is sick.

A man who is always ready to speak a good word for another, has the making of a successful politician.

The best bookkeeper many a man has is the key to the drawer where he keeps them.

When it rains, some people kick, but rain makes roses as well as mud.

A person who gets stung in the wheat game is to be pitted.

Bargain hunters always Boston-bag their game.

George Ade, twenty years ago, was making \$10 a week as a newspaper reporter. His income from books and plays is now \$150,000 a year. Who says the write way is not the best?

When a man is broke, and appears to have money, he must be on good terms with his tailors.

Nothing makes a grocer so mad as to have one of his customers close his house and go to the seashore owing him \$350, while he has to take his summer outing on the trolley cars.

Said the codfish to the flounder,  
"How fat and flat you look."  
Said the flounder to the codfish,  
"I see you got the hook."

A man who lies to you should be the last person in the world to re-lie on.

Every man who blacks his own boots is not necessarily a shine.

Wonder if Rockefeller's step will be more elastic when he controls the rubber output of the world?

It takes a good deal of back talk to button up a woman's shirtwaist.

The answer to "Where Is My Wandering Boy To-night?" might be found at the beaches.

You cannot catch a barrel of fish unless you go fishing.

When a church sociable depends wholly on a bean supper for attendance it shows that a good many people like to eat away from home occasionally.

Folks who laugh easy—generally laugh hard.

It is all well enough to have a rod in pickle but it should be numbered as to the variety.

When an old man talks nonsense to a pretty woman he is giving evidence of approaching the prattling age.





Never try to bait a hook with mitts on your hands.

Every laugh you hear in a theatre is not on account of what is said on the stage.

You can drive a horse to a trough but you can't make him drink gasolene.

There is many a man who would feel obliged to place a few flowers on his wife's coffin, who would not send a dozen pinks to her during life.

The difference between cold storage eggs, and eggs direct from the hennery, requires no special detective talent to discover.

A little sunshine now and then  
Is relished by the fishermen.

All men and women are liars, with the men slightly in the lead.

The religion of to-day is based on individual conduct, rather than on denominational creed.

The dream of love may be said to have a rude awakening before the last payment on the installment furniture is made.

Paying your bills promptly gives you a reputation for being a desirable person to do business with.

Never expect a man to read poetry who has a hare-lip.

When a man gives up money for the sake of seeing his name in a contributor's list he is buying space at so much per line.

Never expect any change if you pay the barber instead of the cashier.

Entertaining people on borrowed money is like buying books for your friends to read.

Many a promising young man has been sued for breach of promise.

A pipe full of Sailor's delight helps to make spinning yarn.

Gold that does not glitter is just as good as if you could see your face in it.

Music and moonlight is all right for married couples, with indulgent parents, but a little liver and bacon is the real thing when they depend upon themselves.

It makes a great difference whether the world is laughing with you or at you.



When you argue with a man, and you know he has the better of you, the only way out of it, is to ask him some question you know he cannot answer.

Fishing without bait is encouraging blisters upon the hands, and adding to the pangs of hunger.

A smile turneth away wrath, but a scowl encourages anger.

Said the haddock to the codfish,  
“How is business with the scup?”  
Said the codfish to the haddock,  
“Things with me are picking up.”

When the best strawberries are placed in the bottom of the box, rather than on top, you may note a change in business methods.



Many a man has let his heels run down and not noticed it, although it was the first sign of his losing his grip.

As long as gasoline is used in automobiles they will not be used to peddle fish.

Never give a man credit for what he does not do unless you wish to spoil him.

The non-producer is the drone of society, who insists that the world owes him a living, which he has hard work to collect.

You never can tell how loud a woman can talk by the size of her hat.

When a woman takes a man for better or worse, she should be better posted on the odds.

It is a wrong lane that has no city contract.

Where there's a will, there's a jury.

Don't judge a man by what his counsel says of him, the counsel may need the lunacy commission.

Great minds run in the same canal, Taft, Roosevelt, and Panama.

A Provincetown captain can never be called deaf so long as his herring is good.

Distilled waters come steep, but you can have them charged.

Never find fault if an egg runs, no matter how old it may be.

Many a maiden gives her hand instead of her heart, in marriage.

Falling in love causes much future trouble and worry.

It is hard work to get a receipt in full after you have given the devil his due.

To be a successful liar you must have a good memory.

There is always a warm friendship for cold cash.

The best way to keep a secret is to keep it dark.

Different fish call for different bait, except you are fishing for suckers.

Most men own up to what they cannot lie out of. —

The more you truckle to a man the less he thinks of you.

Obtaining reputation under false pretences is being well dressed without a dollar in your pocket.

Funny—but it is hard work to get out of the rut if you are not on the level.

People are like codfish—they cannot be really successful when they are too fresh.

Some men mistake dyspepsia for dignity.

When a man's egotism sticks out so you can hang things on it, there is not much hope for him except as a hatrack.

When a plate of cold beans looks good to a sick man, it is a sure sign he is getting well.

When you wish a favor from a man it is best to let him guess it.

A man may be nominated, and yet not elected.

When a man loses his courage he begins to go down hill.

Instead of waiting for something to turn up, it is better to turn up something.





Strawberries at sixty cents a box look better in the store window than they do on the table.

A railroad pass has spoiled many a good man.

Russell Sage owed his success to the fact that he never gave up.

As the rain said to the fisherman, "Nay, Nay, Tar-pauline."

You seldom hear a hard luck story from a man who works for his living.

The telephone has become such a necessary adjunct to business, that "the lying is busy" response has no perceptible effect on trade.

Many a man with the prefix "Hon." to his name could not prove it by his relatives.

No man can be truthfully called a "has been" if he never was a was.

If it was not for the muck-rake man, there would be no need for the Board of Health.

A man who makes a good front, seldom cares what people say behind his back.

A man or woman who does not keep an appointment within ten minutes of the time agreed upon, is not worth waiting for.

Many a Hyannis captain who wouldn't balk at an angry sea would shy at a marcel wave.

Giving tips for no service rendered is making a worthless bid for popularity.

Many a man owns an automobile who is not on speaking terms with his grocer.

Three dollar elbow gloves are in such demand that they cannot even be guaranteed.

Lobsters have gone up in price, but there is a kind which never will figure very high.

When a man takes off his hat in a public elevator, he wants to be polite in presence of ladies, but he is foolish.

Flowers for the dead may pass as tokens of esteem, but flowers for the living have the real odor of sincerity.

Harold, you are quite right. Any man who owes for his shoes cannot say his sole is his own.

Without the aid of the dressmaker no horse show could be a success.

The man who attends church on Sunday and gives sixteen hundred pounds for a ton on Monday is in a bad weigh.

No good fisherman will put in his oar unless he means business.

Three doughnuts and a cup of coffee is often more satisfying than a two-dollar meal.

When you feel like borrowing a dollar, get a job in a wood-yard.

When a bricklayer makes \$9 a day in San Francisco it makes a \$9-a-week bank clerk in Boston look pretty cheap.

Thus far, there are no canned eggs to worry about.

Rockefeller's pastor says the most miserable people on earth are very rich. According to that, every poor man should be happy.

Outside of dodging automobiles and chasing street cars, there doesn't seem to be any particular advantage of living in a city.

It is possible that a bad man can be reformed, but it's different with a bad egg.

Giving advice is much easier than loaning money.





When a woman starts in to reform a man she has taken a life's job on her hands.

Idleness is the shortest road to poverty.

No! gentle reader, the dory is not used by the cook to carry the dough.

Going to church does not make a bad man good.

Seaside engagements do not always result in marriage.

The quickest place to find "real sympathy" is in a dictionary.

Because a man has lost a few fingers it is no sign he can write shorthand.

Many a man has lost a good opportunity by not being sociable.

Lots of people take life so seriously that they refuse to laugh when they have a chance.

No merchant can succeed without advertising one way or another.

If fishes were schooners, lubbers might ride.

The man who orders by mail gives notice that his town is good enough to live in, but not good enough to patronize the local stores.

Some people think because they give an undertaker a job that they should receive trading stamps.

Many an opportunity gets away from a man while he sits on a park bench worrying about the future.

Manicure parlors are becoming more numerous as the "holding hands" season approaches.

There should be no head or tail to a good fish story.

There are so many remedies for rheumatism, it makes one's bones ache to count them.

Every new invention has to have a lot of energy wasted upon it, until it becomes a means of practical necessity.

More lies are told at the altar than in the divorce court.

When love laughs at locksmiths, Cupid, you can bet, has the right combination.

There may be as good fish in the sea as have ever yet been caught, but the fish that pay the mortgage are those that have been landed on the wharf.

"Every cloud has a silver lining" is a figure of speech which kids a smile out of many a poor devil.

The season of Scotch plaids and Scotch highballs is always with us.

You can always depend upon it that you will never sink as long as your head swims.

Envy puts more dents in contentment than poverty.

When people realize that by making other people happy, they make themselves the same way, it will be a better world to live in.

All fish are not foolish although they are frequently in seine.

Because there is a lot of old iron in a printing office, it is no sign it is a junk shop.

The difference between a man with money and the man without, is the difference between riding in Pullman palace cars and walking the railroad tracks.

The man who can smile when adversity crosses his path, realizes the value of being a philosopher.

Tearing other people down in order to build yourself up is wasting energy.

Telling your woes to other people becomes so monotonous that you will soon have no one to tell them to but yourself.

How about the rolling stone if moss is to become a regular food?



A young woman can walk five miles and climb a mountain during her summer vacation who would find it a hardship to go down one flight of stairs and help her mother wash the dishes in winter.

Evil report has followed many a young man because he persisted in wearing loud clothes.

Shoeing horses is cheaper than repairing automobiles.

The love of cigarettes is the cheroot of all evil.

Where argument is necessary, it is folly just to talk.

The human family are like fish; there are many sharks, many sardines, and many that are just plain lobsters.

There are many houses as well as boats for sale down this way.

It seems the more water there is in stock, the easier it is to float it.

Many a cigarette smoker would like to break the habit, and that's no pipe.

Some artists do nothing in oil, except eat sardines.

Husbands who are received with closed arms at home, soon become permanent members of clubs.



When a man tells you he will do you a favor you must always look for the reason.

Many a person has slipped when there was no snow on the ground.

Hell hath no greater fury than a woman conned.

Of all sad words of tongue or pen the saddest are these  
"I'm broke again."

Gross sails do not interest Cape Cod fishermen so much as net profits.

When a man marries for money and finds out when too late that his wife hasn't got a cent he may be said to have buncoed himself.

How sharper than a serpent's tooth it is to have a tongue-tied child.

Spare the rod and spoil the chances of getting a bite.

Some of the best waiters in summer hotels are the regular guests.

When a man calls you a liar you cannot disprove it by calling him another.

Go to the ant thou slugger, consider her ways and see Johnson.

Many a man banks on friendship when it is only diplomacy, and love when it is only deceit.

Suicide is a short cut to the grave and also a sign of cowardice or insanity.



Every man who owns an automobile is not free from debt, but he has a chance to wear old clothes, a linen duster, a pair of hideous window glass goggles, and a cap that is too darn big for him.

It is always darkest just before the Pawn.

When juries disagree, what chance has an honest man?

It is a pure scale that doesn't work both weighs.

Some Gloucester fishermen are honest as the day is long—but it is the 21st of December that is referred to.

A hot bird in the Anheuser is worth two cold bottles in the Busch.

Any man who can teach a school of fish how to bite can get a job in New Bedford.

The public are not so particular about the unwritten law as they are about the unrotten law.

Hanging on to straps in the cars of the city may account for the long reach of some people.

There is no use in talking; Gloucester fishermen bait the world at catching fish.

When you see a couple earnestly talking in a public dining room, they are either not married or are discussing the probable size of the check.

A fish in the boat beats two schools of fish in the offing.

Give a man credit for what he does and you can discount any money you owe him.

The stock market takes a big slump once in a while just to let the people know it is no pudding.

Some of the big advertisers seem to be going the space that kills.

If you don't like potatoes, try some codfish with them and you may change your mind.

When a lawyer tries to bother you, kid him along by telling him that he is smarter than he really is.

It is always better and a great deal easier to pay your bills if you have the money than it is when you haven't got a cent.

Never lose your temper. If you do, you exhibit lack of poise.

A whale is a sport—that is why he blows himself.

The "other man" is always the balustrade for weaklings to lean upon.

When you feel blue try to get red in the face by laughter.

When any one tells you you cannot do a thing and you positively know that you can, don't bother.

A flat fish is not one who lives in an apartment house.

The stock market has broke many and bent more.

Tips to waiters put a premium on mere civility.

If the devil had his due the country would be bankrupt.

A wise man makes the best of things and asks no questions.

A dog fish is like a phonograph—when he hears his three-master's voice.



Many a man gets married, just for a kid.

Codfish have no fear of the white caps.

A man is owned by the company that keeps him.

When a woman decides to marry, it is a good sign she wants to become a cook.

The man who follows the market should go it blind.

Many a man gets a frost, even when the temperature is high.

A flying fish is not easily gulled no matter how he may be gilled.

When it becomes less fashionable to lie, the chances will be better for the truth.

The only difference between a pipe and a cigarette is a good cigar.

It is a wise sardine that knows his own father.

Say you will, more than you can't, and the first thing you know, you will.

There are a good many January sails down this way that are bar-gains.



When a schooner doesn't steer properly, there must be something or rudder the matter.

It is not right for a man's right-hand man ever to get left.

A wise man does no wrong.

There are some who are like weak horses, they cannot go up hill without being helped.

Even an honest herring will kick when he is packed like sardines in a box.

Some people not only want all the cake they can eat, but do not wish to furnish any of the dough to get it.

It is better to eat two meals a day and enjoy the same than it is to flirt with the dyspepsia because it is noon time.

A pretty woman may be open to flattery, but a good-looking man will allow himself to be covered all over with it.

Plate glass windows are not only used for the display of goods, but they keep many a woman's hat on straight.

All honest fish stories come from Cape Cod.

The sad sea waves must smile once in a while to hear the conversation of couples who stroll the beaches by moonlight.

A man may not smoke and not drink, and still be a pretty mean cuss.

If there is anything the matter with a codfish coming into Provincetown, it is cured before he leaves.

Love at first sight is enough to give one the blind staggers.

Trying to appear what you are not, keeps you guessing more than the other fellow.

No matter which way the fishes go, the final weigh is at Gloucester.

If a man is happy in rags, a new suit of clothes ought to set him bughouse.

All the fish caught are not weighed by their own scales.

The most learned and scientific men now admit that few, if any, people get out of the world alive.

Diamonds that don't scintillate in the sunlight don't go well with people who sin till late in the electric light.

Many an artist can draw a picture with better effect than he can his salary.

Do not live in the past if you expect to exist in the present.

The best patrons of the beauty doctor are the people who worry.



Give a dog a bad name, and he has hard work to obtain a decent collar.

Marry in haste—repent in Reno.

It beats hell how hard it is to beat the “L.”

Many a father has given away his daughter without giving away her age.

The hostess loveth a chairful diner.

( A miss is no good till she smiles. )

People who live near soup houses should not throw away bones.

Many a woman will trust her life with a man who wouldn't trust him with a two-dollar bill.



Don't try to string your wife when she is unstrung.

It is better to get a little taffy while we are alive than a lot of epitaphy after we are dead.

A lobbyist is known by the corporation which keeps him.

When you give the devil his due, don't try to get a discount.

There are few doctors who will take their own medicine.

The saying "Give and thou shalt receive" must refer to advice.

Maybe it is because matches are made in Heaven, it is so hard to get one when your pipe goes out.

There was a young sailor from Gloucester,  
Whose love for a maiden did foster,  
But he sailed home one day  
And learned, right away,  
That during the trip, he had lost her.

Divorce is becoming so easy and prevalent that Mormonism will have to look to her laurels.

Never kite a check unless you have a string to it.

Some men marry for love of seeing how it seems to pay the landlord and patronize a milkman.

Steer clear of the relative who ignores you all the year and then invites you to eat turkey at Thanksgiving because he thinks you are hungry.

When fishing under a mackerel sky, it might be a good idea to use a lightning rod.

Holding hands has led many a man to the altar and also to the gaming table.

Very few men take a drink because they want it, but because they are lonesome.

When there is a question as to who shall have the last word, it is good judgment to let your wife jolly herself in that particular.

The way of the transgressor, while not soft, is crowded.

When two men talk and neither one of them has a cent, it may be said to be a centsless case of conversation.

The politician who tries to explain why he lost, after election, gives evidence that he is not politic.

Oatmeal used to be fed to chickens before it became such a universal breakfast food.

Revivals, like snow-storms, seem to thrive better in winter.

The applause that follows a storm at sea is the result of the thunder clapping.



Life is so uncertain with some people that they forget to save enough for funeral expenses.

Many people are penny wise and one-cent-vaudeville foolish.

Good fishermen reverse the telephone rules,—they say: "The line is busy, please stay on."

A man who wears a badge so big that he sags in the chest will never arrest anything except the public's attention.

Some folks who claim they are making money hand over fist are head over heels in debt.

Many a man is so honest that he lies about it. <

A man who never gives up is no use at Christmas.

Don't give away presents just because you are collecting trading stamps.

There are many people on the Cape who know nothing about a con game, but are wise to a Cod game.

A man who tells folks he is doing so much business he doesn't need to advertise wants to look out or somebody may believe him.

It is a damp long trip that doesn't bring home any fish.

Many are called, but few have the winning hand.

Out of a full stocking the heart speaketh, at Christmas.



Man proposes—and a wise woman looks him up in Bradstreet's.

Time and a tide have held back many a good man.

Many a family has high-toned connections if they boast a house telephone.

The worst man to tell a joke to, is the one who begins to laugh before you tell it.

Gray hairs should be respected except when they are found on the stenographer's sleeve.

Good books are always good friends.

When any one lets you browbeat him without resentment, it makes you feel either superior, or foolish.

There is many a man on the beat besides the policeman.

The schooners on shore at Provincetown make many a fisherman smack.

The sign "Trimmers wanted," may be necessary in the shoe district, but is not needed in Wall Street.

It is never too early to mend.

An honest legislator is known by the company he keeps.

Many a man's wife is the secret of the success of an otherwise ordinary individual.

There is more law than justice and they both cost money.

Honesty in insurance, is the best policy.

It is a lonely wind that doesn't touch the sail of some Cape Cod schooner.

Sour grapes grow best on the vine of jealousy.

It is hard work to eat soup with a fork, but that is no reason a spoon should be used as a shovel.

We didn't have anything to put  
on this page — so we left it  
blank.



If you don't like this philosophy,  
don't kick! The author isn't  
stuck on it himself.